

100
Client
Figure 1

LEDS.00115
"Prospect Qualifying Calculator"
Roberts, et al.
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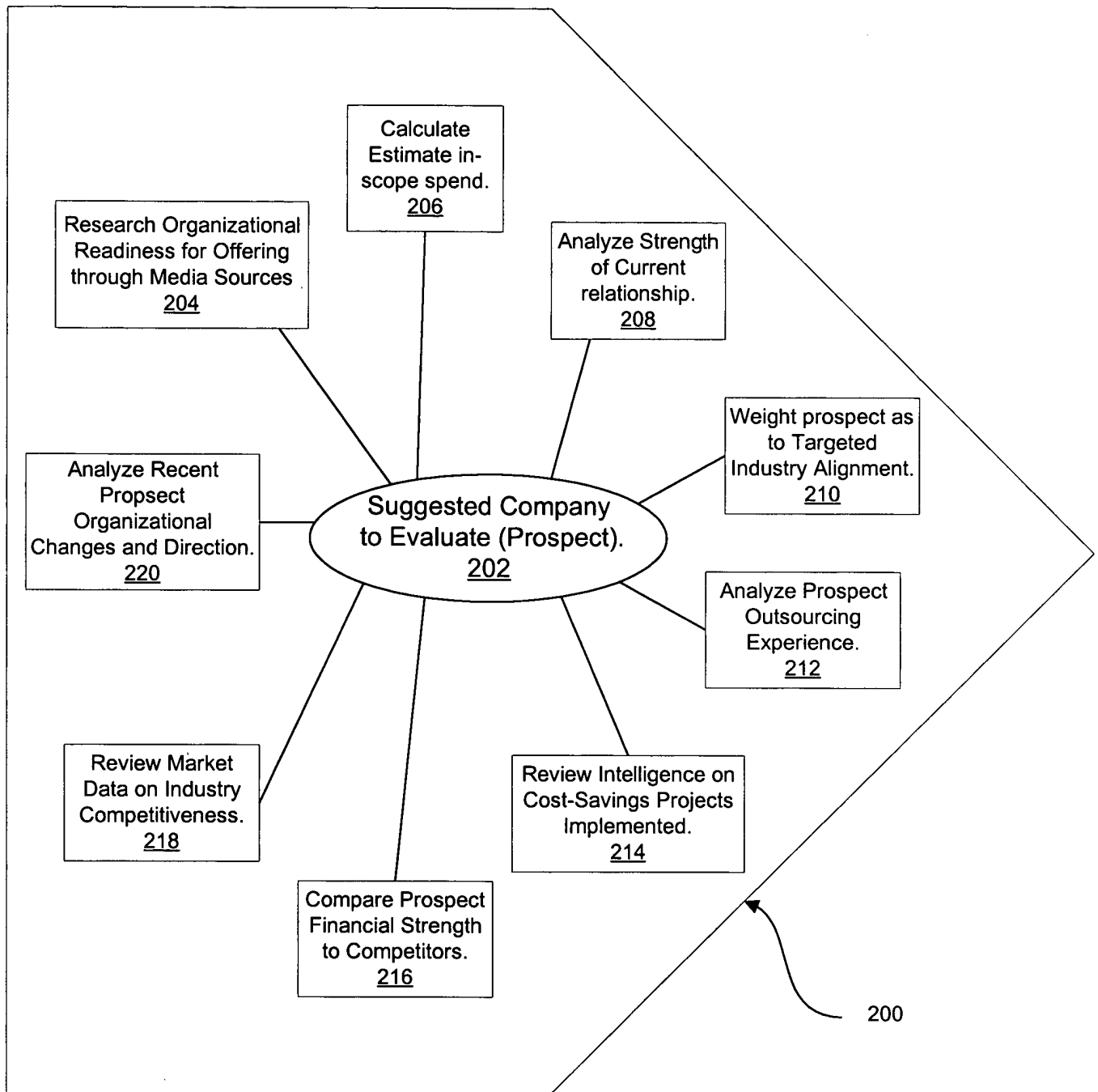


Figure 2

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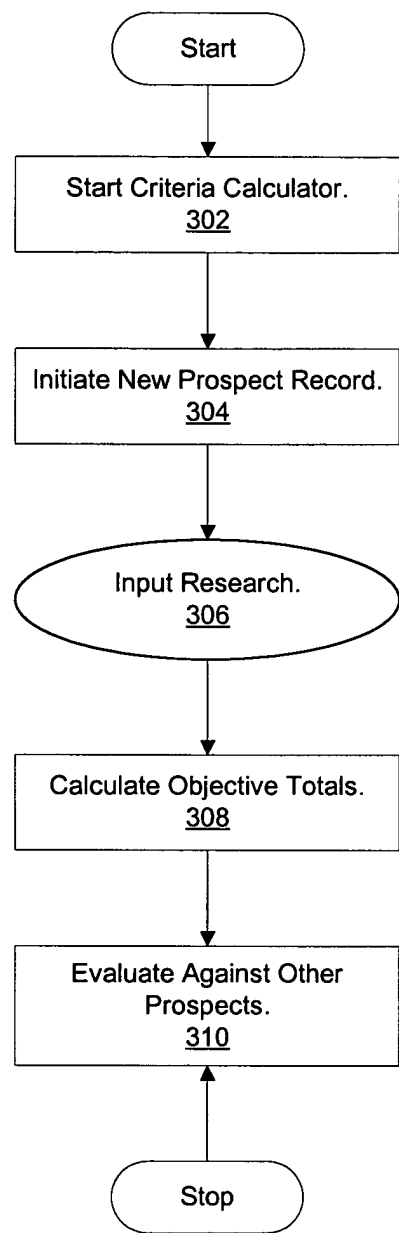


Figure 3

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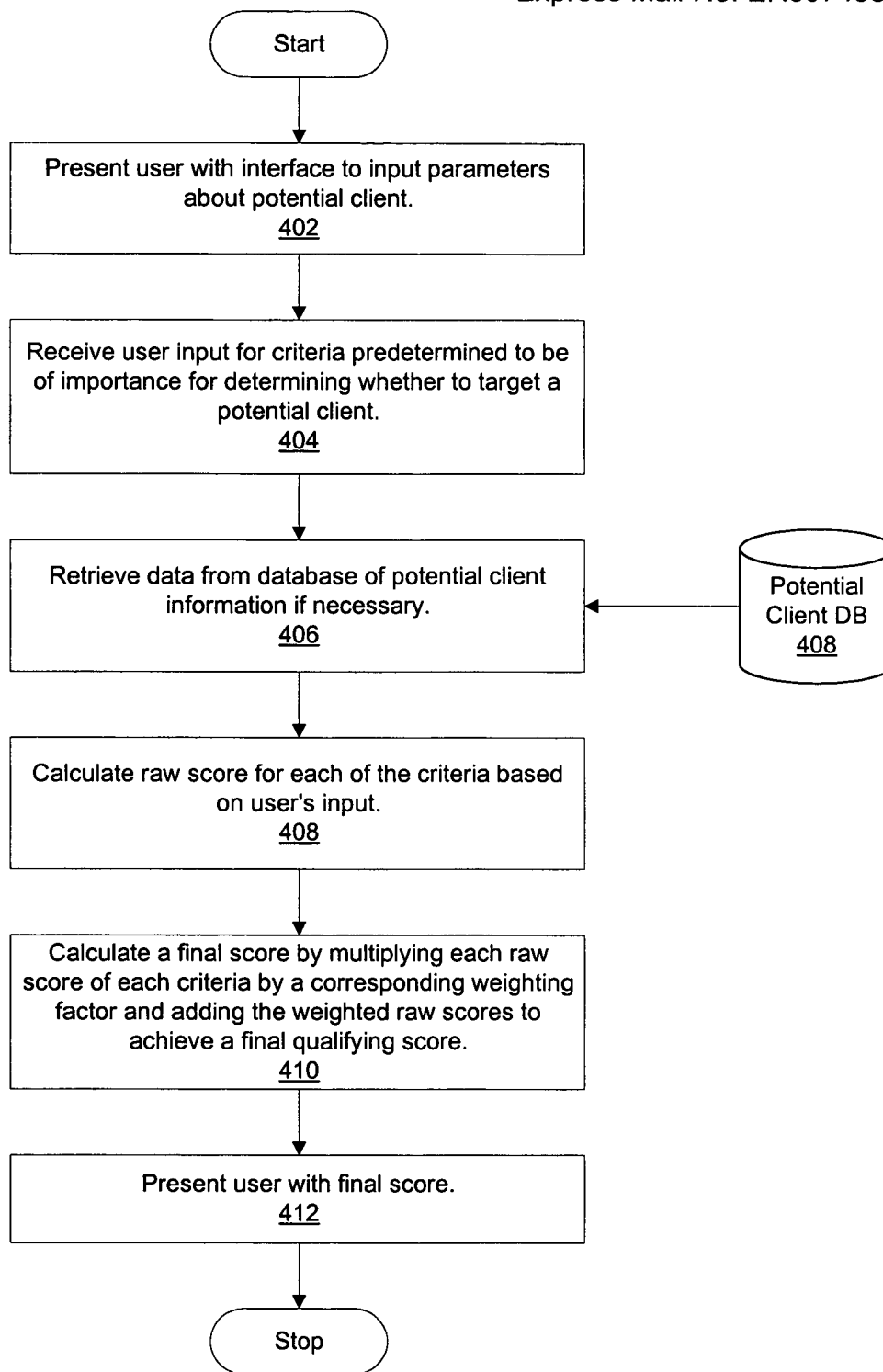


Figure 4

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500

F&A Qualifying Calculator

EDS

If the option boxes are titled in blue, the record updater indicated below provided the inputs. Cursor over fields will provide info on calculations

Total Score: 47.0%

Company: ABN AMRO Holding N.V.

	Points:	Baseline Score:
Scope of Outsourcing <input checked="" type="radio"/> Low <input type="radio"/> Medium <input type="radio"/> High	12	25.0%
C-Suite Relationship <input checked="" type="radio"/> None <input type="radio"/> Good <input type="radio"/> Exc.	12	0.0%
C-Suite Commitment <input checked="" type="radio"/> Con <input type="radio"/> Medium <input type="radio"/> Pro	12	0.0%
F&A Staff <input type="radio"/> Low <input checked="" type="radio"/> Medium <input type="radio"/> High	12	66.7%
Number of Bidders <input type="radio"/> Poor <input type="radio"/> Medium <input checked="" type="radio"/> Good	12	100.0%
Financial Stability (D&B Credit Rating) <input type="radio"/> Weak <input checked="" type="radio"/> Medium <input type="radio"/> Strong	8	75.0%
Previous Back-Office Outsourcing <input type="radio"/> None <input checked="" type="radio"/> Some <input type="radio"/> Much	8	75.0%
Existing Client EDS/ATK <input type="radio"/> None <input checked="" type="radio"/> One <input type="radio"/> Both	8	62.5%
Number of Financial Systems Used <input type="radio"/> Low <input checked="" type="radio"/> Medium <input type="radio"/> High	8	50.0%
Unionized Workforce <input type="radio"/> Much <input checked="" type="radio"/> Few <input type="radio"/> None	8	37.5%

Record Last Updated 11/13/2003 12:01:00 PM by Mark Kizzar

510 512 514 516 518

Figure 5

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